

Livestock Reports

The Livestock Enterprise Analysis tables show the average physical production, gross margin over purchase costs, direct costs, overhead costs, and net returns per budget unit.

Gross Margin is the accrual gross value produced by the enterprise. It includes income from sale of offspring and livestock products, cull income, non-cash transfers to other enterprises, and the value of production used in the home or for feed. It also includes the value of inventory change from beginning to the end of the year. The cost of livestock purchased and the value of animals transferred in are deducted.

Net Return is the amount contributed by a unit of the enterprise toward operator labor, management, and equity capital. Any wages and benefits paid to the operator are removed from labor costs (and added to *Labor and Management Charge*) so that all farms are on equal footing.

Net Return Over Labor and Management is the return remaining after compensating the operator for unpaid labor and management. This is the per unit return to equity capital.

Cost of Production section shows the average cost per unit sold in each cost category. *Total direct and overhead expense per unit* is the breakeven price needed to cover cash costs and depreciation. For grow/finish enterprises, this includes the purchase cost or transfer-in value of the animal. *With other revenue adjustments* is the final breakeven price adjusted for cull sales, other offspring sales, the cost of replacement stock, and other miscellaneous income. *With labor and management* is the breakeven price to provide labor and management return for the operator.

Other Information contains both economic and technical efficiency measures for each enterprise.

Rounding of individual items for the report may have caused minor discrepancies with the calculated totals. If fewer than 5 farms complete analysis on any given livestock enterprise, information for that enterprise is not reported.

Livestock Enterprise Analysis
2009 Missouri FBMA Farm Summary
(Farms Sorted By Years)

Beef Cow-Calf -- Average Per Cwt. Produced

	<u>2009</u>	
Number of farms	13	
	Quantity	Value
Beef Calves sold (lb)	72.32	72.28
Transferred out (lb)	0.86	0.86
Cull sales (lb)	14.21	9.34
Other income		0.96
Purchased (lb)	-0.65	-2.00
Transferred in (lb)	-0.26	-0.14
Inventory change (lb)	12.32	-5.92
Gross margin		75.38
Direct Expenses		
Protein Vit Minerals (lb.)	7.25	2.64
Complete Ration (lb.)	58.44	14.29
Corn (bu.)	0.43	1.65
Hay, Grass (lb.)	770.47	16.72
Pasture (aum)	1.79	17.94
DDGS (lb.)	13.29	1.01
Other feed stuffs (lb)	82.13	1.86
Veterinary		2.34
Supplies		4.77
Fuel & oil		4.52
Repairs		2.51
Hired labor		3.07
Utilities		1.15
Total direct expenses		74.47
Return over direct expense		0.91
Overhead Expenses		
RE & pers. property taxes		1.84
Farm insurance		1.25
Utilities		0.51
Dues & professional fees		0.65
Interest		11.25
Mach & bldg depreciation		5.78
Miscellaneous		1.38
Total overhead expenses		22.65
Total dir & ovhd expenses		97.13
Net return		-21.74
Labor & management charge		17.83
Net return over lbr & mgt		-39.58
Cost of Production Per Cwt. Produced		
Total direct expense per unit		74.47
Total dir & ovhd expense per unit		97.13
With other revenue adjustments		90.41
With labor and management		108.24
Est. labor hours per unit		1.82
Other Information		
Number of cows		92.8
Pregnancy percentage		97.2
Pregnancy loss percentage		0.9
Culling percentage		7.0
Calving percentage		96.4
Weaning percentage		93.1
Calves sold per cow		0.69
Calf death loss percent		3.4
Cow death loss percent		1.1
Cows per FTE		266.5
Average weaning weight		530
Lbs weaned/exposed female		493
Feed cost per cow		323.53
Avg wgt/ Beef Calves sold		611
Avg price / cwt.		99.94

Livestock Enterprise Analysis
2009 Missouri FBMA Farm Summary
(Farms Sorted By Years)

Beef Cow-Calf -- Average Per Cow

	2009	
Number of farms	13	
	Quantity	Value
Beef Calves sold (lb)	416.9	416.71
Transferred out (lb)	5.0	4.97
Cull sales (lb)	81.9	53.86
Other income		5.56
Purchased (lb)	-3.7	-11.53
Transferred in (lb)	-1.5	-0.83
Inventory change (lb)	71.0	-34.13
Gross margin		434.62
Direct Expenses		
Protein Vit Minerals (lb.)	41.8	15.22
Complete Ration (lb.)	337.0	82.39
Corn (bu.)	2.5	9.49
Hay, Grass (lb.)	4,442.1	96.41
Pasture (aum)	10.3	103.42
DDGS (lb.)	76.6	5.85
Other feed stuffs (lb)	473.5	10.75
Veterinary		13.47
Supplies		27.48
Fuel & oil		26.06
Repairs		14.50
Hired labor		17.70
Utilities		6.65
Total direct expenses		429.38
Return over direct expense		5.24
Overhead Expenses		
RE & pers. property taxes		10.62
Farm insurance		7.18
Utilities		2.92
Dues & professional fees		3.74
Interest		64.86
Mach & bldg depreciation		33.32
Miscellaneous		7.96
Total overhead expenses		130.60
Total dir & ovhd expenses		559.98
Net return		-125.36
Labor & management charge		102.81
Net return over lbr & mgt		-228.17
Cost of Production Per Cwt. Produced		
Total direct expense per unit		74.47
Total dir & ovhd expense per unit		97.13
With other revenue adjustments		90.41
With labor and management		108.24
Est. labor hours per unit		10.51
Other Information		
Number of cows		92.8
Pregnancy percentage		97.2
Pregnancy loss percentage		0.9
Culling percentage		7.0
Calving percentage		96.4
Weaning percentage		93.1
Calves sold per cow		0.69
Calf death loss percent		3.4
Cow death loss percent		1.1
Cows per FTE		266.5
Average weaning weight		530
Lbs weaned/exposed female		493
Feed cost per cow		323.53
Avg wgt/ Beef Calves sold		611
Avg price / cwt.		99.94

Livestock Enterprise Analysis
2009 Missouri FBMA Farm Summary
(Farms Sorted By Net Return Per Unit)

Beef Backgrounding -- Average Per Cwt. Produced

	<u>Avg. Of</u>	
	<u>All Farms</u>	
Number of farms	7	
	Quantity	Value
Backgnd Beef sold (lb)	248.08	241.71
Transferred out (lb)	7.83	6.41
Other income		-
Purchased (lb)	-138.96	-150.19
Transferred in (lb)	-51.77	-52.05
Inventory change (lb)	34.83	28.51
Gross margin		74.39
Direct Expenses		
Corn Gluten (lb.)	13.78	0.88
Protein Vit Minerals (lb.)	0.94	0.91
Complete Ration (lb.)	329.16	32.06
Corn (bu.)	0.35	1.30
Hay, Grass (lb.)	288.87	3.15
Pasture (aum)	0.91	9.10
DDGS (lb.)	34.28	1.99
Veterinary		4.09
Supplies		3.72
Fuel & oil		3.19
Repairs		3.63
Custom hire		1.25
Utilities		0.45
Operating interest		8.06
Miscellaneous		0.19
Total direct expenses		73.99
Return over direct expense		0.41
Overhead Expenses		
Hired labor		0.20
RE & pers. property taxes		0.48
Farm insurance		0.77
Utilities		0.17
Dues & professional fees		0.32
Mach & bldg depreciation		3.19
Miscellaneous		4.95
Total overhead expenses		10.07
Total dir & ovhd expenses		84.06
Net return		-9.66
Labor & management charge		14.43
Net return over lbr & mgt		-24.09
Cost of Production Per Cwt. Produced		
Total direct expense per unit		96.80
Total dir & ovhd expense per unit		100.74
With other revenue adjustments		100.74
With labor and management		106.37
Est. labor hours per unit		1.04
Other Information		
No. purchased or trans in		195
Number sold or trans out		174
Percentage death loss		0.9
Avg. daily gain (lbs)		1.20
Lbs of conc / lb of gain		3.98
Lbs of feed / lb of gain		6.87
Feed cost per cwt of gain		49.40
Feed cost per head		129.74
Average purchase weight		432
Avg wgt / Backgnd Beef sold		668
Avg purch price / cwt.		108.08
Avg sales price / cwt.		97.43

Livestock Enterprise Analysis
2009 Missouri FBMA Farm Summary
(Farms Sorted By Net Return Per Unit)

Beef Backgrounding -- Average Per Head

	<u>Avg. Of</u>	
	<u>All Farms</u>	
Number of farms	7	
	Quantity	Value
Backgnd Beef sold (lb)	651.5	634.78
Transferred out (lb)	20.6	16.85
Other income		-
Purchased (lb)	-364.9	-394.43
Transferred in (lb)	-135.9	-136.69
Inventory change (lb)	91.5	74.87
Gross margin		195.37
Direct Expenses		
Corn Gluten (lb.)	36.2	2.31
Protein Vit Minerals (lb.)	2.5	2.40
Complete Ration (lb.)	864.4	84.20
Corn (bu.)	0.9	3.41
Hay, Grass (lb.)	758.6	8.29
Pasture (aum)	2.4	23.90
DDGS (lb.)	90.0	5.24
Veterinary		10.74
Supplies		9.76
Fuel & oil		8.37
Repairs		9.54
Custom hire		3.29
Utilities		1.19
Operating interest		21.18
Miscellaneous		0.49
Total direct expenses		194.30
Return over direct expense		1.07
Overhead Expenses		
Hired labor		0.52
RE & pers. property taxes		1.25
Farm insurance		2.03
Utilities		0.45
Dues & professional fees		0.84
Mach & bldg depreciation		8.37
Miscellaneous		12.99
Total overhead expenses		26.45
Total dir & ovhd expenses		220.75
Net return		-25.38
Labor & management charge		37.89
Net return over lbr & mgt		-63.27
Cost of Production Per Cwt. Produced		
Total direct expense per unit		96.80
Total dir & ovhd expense per unit		100.74
With other revenue adjustments		100.74
With labor and management		106.37
Est. labor hours per unit		2.73
Other Information		
No. purchased or trans in		195
Number sold or trans out		174
Percentage death loss		0.9
Avg. daily gain (lbs)		1.20
Lbs of conc / lb of gain		3.98
Lbs of feed / lb of gain		6.87
Feed cost per cwt of gain		49.40
Feed cost per head		129.74
Average purchase weight		432
Avg wgt / Backgnd Beef sold		668
Avg purch price / cwt.		108.08
Avg sales price / cwt.		97.43

